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SAPC 22116
COPY 1 OF 1

STAT

Westinghouse

ELECTRIC CORPORATION

AIR ARM DIVISION

PHONE: LINTHICUM 1000
FRIENDSHIP INT'L AIRPORT
BOX 746, BALTIMORE 3, MD.

29 November 1957

STAT

File FL-3011 Price Redetermination folder

SUBJECT: Contract FL-3011
Emergency Spares
Westinghouse Reference AAN-30574

STAT REFERENCE: Letter to Westinghouse - Subject: Contract FL3011, Authorized Representation of the Contracting Officer - (No Date or Serial Number)

Dear Dan:

In accordance with the procedure outlined in the referenced letter, we wish to advise quotation information pertaining to Project Dragon Lady's Purchase Request No. 9-15-1 for one (1) Cathode Ray Tube P/N-S1P2A as used in the test equipment item, Tecktronic Scope Model 531.

Fixed Price Quotation	$156.00
Delivery: December 5, 1957	

Original Authorization for Emergency Spares	$20,000.
PRN-9-15-1	156.
Balance	$19,844.

STAT notified that this $20,000 was included in the consideration of FL-3011 and not an additional amt. as stated the $156 cost had not been included in their Price Redetermination Proposal.

Sincerely yours,

STAT

Sales Engineer

STAT

STAT

YOU CAN BE SURE... IF IT'S Westinghouse

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Westinghouse Electric Corporation
Air Arm Division
P. O. Box 746
Baltimore 3, Maryland

ENCLOSURE (1) Page 1 of 2

Redetermination Proposal Covering Items 1, 2, 3, 4, 5, 6, 8, 9 and 9a
Contract FL 3011 (AAD-30158-AA)

	30158 Items 1-2-3-4-5-9a			30158 Item 6		
	Costs Incurred to July 31, 1956	Estimate to Complete	Total	Costs Incurred to July 31, 1956	Estimate to Complete	Total
A. Works Delivery Cost						
Direct Material	234,194	40748	274,942	135,751	18,740	154,492
Labor and Overhead	170,023	44,057	214,080	15,707	2,168	17,874
B. Total Works Delivery Cost	404,217	84,805	489,022	151,458	20,908	172,366
C. Customer Order Development						
Engineering Labor	232,979	154,960	387,939	--	--	--
Engineering Material	95,187	82,927	178,114	--	34,200	34,200
Tools and Test Equipment	12,246	8,400	20,646	--	--	--
D. Total Customer Order Development	340,412	246,287	586,699	--	34,200	34,200
E. Total Manufacturing Cost (Total of B and D)	744,629	331,092	1,075,721	151,458	55,108	206,566
F. General and Administrative Expense - 12.6%			135,541			26,027
G. Total Cost (Total of E and F)			1,211,262			232,593
H. Fixed Fee 7%			84,788			16,282
I. Total Selling Price, Less Royalties			1,296,050			248,875
J. Royalty			4,988			177
K. Total Redetermined Selling Price			1,301,038			249,052

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ENCLOSURE (1) Page 2 of 2

Redetermination Proposal Covering
Items 1, 2, 3, 4, 5, 6, 8, 9 and 9a
Contract FL 3011 (AAD-30158-AA)

30205 30158

	Item 8 Costs Incurred to July 31, 1956	Item 8 Estimate to Complete	Item 8 Total	Item 9 Costs Incurred to July 31, 1956	Item 9 Estimate to Complete	Item 9 Total	Grand Total All Items
A. Works Delivery Cost							
Direct Material	593	--	593	239	11,148	11,387	441,414
Labor and Overhead	68	--	68	--	--	--	232,022
B. Total Works Delivery Cost	661	--	661	239	11,148	11,387	673,436
C. Customer Order Development							
Engineering Labor	--	--	--	--	--	--	387,939
Engineering Material	22,893	1,430	24,323	--	--	--	236,637
Tools and Test Equipment	--	--	--	--	--	--	20,646
D. Total Customer Order Development	22,893	1,430	24,323	--	--	--	645,222
E. Total Manufacturing Cost (Total of B and D)	23,554	1,430	24,984	239	11,148	11,387	1,318,658
F. General and Administrative Expense - 12.6%			3,148			1,435	166,151
G. Total Cost (Total of E and F)			28,132			12,822	1,484,809
H. Fixed Fee 7%			1,969			898	103,937
I. Total Selling Price, Less Royalties			30,101			13,720	1,588,746
J. Royalty			--			--	5,165
K. Total Redetermined Selling Price			30,101			13,720	1,593,911

STAT

/s/

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